

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W

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R 101140Z SEP 74

FM AMEMBASSY TUNIS

TO USDOC WASHDC

INFO USINT ALGIERS

AMEMBASSY RABAT

AMCONSUL CASABLANCA

SECSTATE WASHDC 6782

UNCLAS TUNIS 5586

USDOC FOR CAGNE: JENSEN

E.O. 11652: N/A

TAGS: BEXP, TS, AG, MO

SUBJECT: OIM MARKET RESEARCH: TELECOMMUNICATIONS AND
SCIENTIFIC EQUIPMENT

REF: STATE 188967

1. EMBOFF MET WITH TRIKI SEPT. 9 TO DISCUSS ON TENTATIVE BASIS HIS INTEREST IN PURSUING THE ALGERIAN COUNTRY PACKAGE OF SUBJECT STUDY. EMBOFF SPECIFIED THAT CONDITIONS OF CONTRACT WOULD BE SAME AS FOR TUNISIAN PORTION, MAKING CLEAR THE INCONVERTIBLE NATURE OF THE U.S.- OWNED DINARS. TRIKI REVIEWED SOME OF THE DIFFICULTIES ENCOUNTERED IN PREPARING TUNISIAN STUDY, SPECIFICALLY LACK OF CENTRALIZED PURCHASING OR RECORD-KEEPING ON PART OF TUNISIA'S STATE, PARA-STATAL AND PRIVATE FIRMS. HE EXPLAINED THAT AS TUNISIAN PACKAGE WAS HIS FIRST EFFORT FOR USG, HE FELT ANY SUBSEQUENT STUDIES WOULD BE SIGNIFICANTLY BETTER AS RESULT OF HAVING LEARNED WHAT USG EXPECTS IN A MARKET-RESEARCH STUDY.

2. RE ALGERIAN PACKAGE: TRIKI EXPRESSED INTEREST IN UNDERTAKING STUDY BUT STATED THREE PROBLEMS WHICH WOULD HAVE TO BE INVESTIGATED PRIOR TO HIS BEING ABLE TO GIVE
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FIRM ANSWER:

A) TUNISIAN CENTRAL BANK APPROVAL FOR CONVERSION OF SUFFICIENT FUNDS TO CONDUCT RESEARCH IN ALGERIA, AMOUNTING PRIMARILY TO PER DIEM EXPENSES. THIS IS A GOT/CENTRAL BANK REQUIREMENT FOR ANY TUNISIAN ENTITY WISHING TO OPERATE OUTSIDE TUNISIA AND IS NOT RPT NOT DUE TO U.S.-OWNED NATURE OF MEANS OF PAYMENT. EMBOFF SUGGESTED THAT TRIKI HANDLE THIS QUESTION DIRECTLY WITH CB WITHOUT INVOLVEMENT OF EMBASSY OR QUESTION OF SFC FINANCING. TRIKI LATER REPORTED THAT HIS CONTACTS IN CB BELIEVED LETTER FROM EMBASSY STATING THAT EMBASSY HAS ENTERED INTO CONTRACT WITH TRIKI TO PERFORM THIS RESEARCH WOULD BE USEFUL IN OBTAINING CLEARANCE. WE SEE NO PROBLEM IN FURNISHING SUCH A LETTER.

B) ALGERIAN GOVERNMENT APPROVAL: TRIKI WOULD LIKE ASSURANCE THAT THE GOA HAS BEEN INFORMED AND APPROVES OF THIS MARKET RESEARCH STUDY. EMBOFF RECOUNTED FOR HIM THE SUCCESS OF THE AIR TRAFFIC CONTROL TSS IN ALGERIA AND THE DESIRE OF GOA FOR THIS APPROACH TO TRADE MISSIONS. HOWEVER, EMBOFF AGREED TO QUERY WASHINGTON AND ALGIERS ON THIS POINT.

C) BID: DUE TO TIME ELAPSED SINCE ORIGINL BID, INFLATION, PARTICULARLY COST OF TRANSPORTATION, AND HIGHER LEVEL OF DETAIL DESIRED BY USDOC, TRIKI WILL SUBMIT NEW BID FOR THE ALGERIAN COUNTRY PACKAGE.

3. WE FEEL ORIGINL DIPLOMATIC NOTE APPROVING USE OF TUNISIAN DINARS FOR THIS OIM MARKET RESEARCH IS SUFFICIENTLY BROAD AS TO PERMIT AWARD OF CONTRACT TO TRIKI FOR ALGERIAN STUDY.

4. ACTION REQUESTED: ALGIERS - PLEASE ADVISE HOW WE SHOULD RESPOND TO TRIKI REQUEST FOR ASSURANCE OF GOA APPROVAL OF POSSIBLE EXTENSION OF RESEARCH STUDY TO ALGERIA. WOULD APPRCIATE RESPONSE BY COB SEPT. 12 SINCE WE WILL MEET WITH TRIKI FOLLOWING DAY.
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